



**MISSION • VISION • ACTION**



# Office of the Procurement Executive

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SPE Vision for DOS Procurement

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Mr. Mike W. Derrios  
Senior Procurement Executive



# OPE Purpose and Structure



## Office of the Procurement Executive



FY20  
\$10.3  
Billion

FY19  
\$9.0  
Billion

FY18  
\$9.3  
Billion

### OPE

- Senior Procurement Executive and Deputy Chief Acquisitions Officer
- Provides management direction, leadership and expertise in the areas of acquisition and federal assistance
- Creates and implements strategies for the contracting and grant making processes in the areas of policy development, training, and support

### AQM

- Conducts contract operations in support of activities worldwide
- Completes all procurement and assesses a surcharge on the final negotiated price appearing on the award document
- Oversees compliance with all acquisition regulations

### AP

- Oversees the development of procurement goals, guidelines, and innovation
- Measures and evaluates the performance of Department contracting activities against stated goals



# Office of Acquisitions Management



## Office of the Procurement Executive

Business Operations Division	Diplomatic Security Contracts Division	Worldwide Division	Facilities, Design & Construction Division	International Programs Division
<p><b><u>BOD</u></b></p> <ul style="list-style-type: none"><li>• Quality Assurance Branch</li><li>• Contract Management Branch</li><li>• Analysis, Systems, &amp; Development Branch</li><li>• Purchase Card Mgr</li><li>• Strategic Sourcing Mgr</li></ul>	<ul style="list-style-type: none"><li>• Security Branch</li><li>• Worldwide Protective Services Branch</li><li>• Local Guard &amp; Anti-Terrorism Assistance Branch</li></ul>	<ul style="list-style-type: none"><li>• Functional Bureau Support Branch</li><li>• Regional Support &amp; Special Events Branch</li><li>• Information Management Branch</li><li>• INL Branch</li></ul>	<ul style="list-style-type: none"><li>• Construction Contracting Branch</li><li>• Major Support Contracting Branch</li><li>• Architecture and Engineering Contracting Branch</li></ul>	<ul style="list-style-type: none"><li>• Global Programs Branch</li><li>• Grants Branch</li><li>• Commerce Branch</li><li>• INL and ISN Construction</li></ul> <div>RPSO - Frankfurt</div>





# Office of Acquisitions Policy



## Office of the Procurement Executive



### Foreign Assistance Division



- Regional Customers • Functional Offices • OMB
- Overseas and Domestic Grant Officers and Grants Officer Representatives



### Global Assistance Management Division



#### Purchase Card Branch

#### Desk Officer Support

- Overseas acquisition spend is about \$1B per year
- 390,000 overseas transactions per year
- Desk Officer support of 669 overseas Contracting Officers and 1,718 Credit Card holders globally



PCard Holders,  
Contracting Officers,  
partner agencies,  
as well as GSOs and  
Management Officers  
with warrants

### Strategic Communications & Policy Division



#### Critical Environment Branch

286 Overseas Post, DoS Bureaus, Congress, Vendor Community, OMB, Office of Federal Procurement Policy (OFPP), Chief Acquisition Officer Council (CAOC), Civilian Agency Acquisition Council (CAAC), Front Line Forum, Federal Acquisition Institute, Interagency Community, ICC, and A/OPE Contracting Community



## **Office of the Procurement Executive**

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**Our Vision  
embodies the  
experience we  
aspire to  
provide to our  
customers.**

Each day, OPE delivers  
flexible solutions  
through a responsive  
and knowledgeable  
workforce that  
elevates the  
**Acquisition Experience.**

# Our Values reflect the principles that underpin our Vision.

U.S. DEPARTMENT of STATE



## Office of the Procurement Executive



**INTEGRITY** - Committed to the highest ethical standards and we demonstrate honesty and fairness to set the standard in procurement leadership



**SOLUTIONS-ORIENTED** - Dedicated to satisfying customer needs through shared accountability, thoughtful collaboration, trusted relationships, and quality contracting to optimize outcomes



**HIGH-PERFORMING** – A knowledgeable workforce that rises to the occasion and is supported by the community and systems needed to perform and excel



**DETERMINED** - Enthusiastic about our work and motivated to drive success for our customers through consistency and balancing risk



## Office of the Procurement Executive

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**Acquisition  
Experience  
(Acq-X) is the  
ethos of OPE.**

**Acq-X** is the holistic perception that **federal procurement professionals, customers, and stakeholders** have of the OPE brand. It represents the totality, and quality, of the collective interactions that any of these groups have with the OPE organization across our experience ecosystem.



# Center for Acquisition Experience (CAE)



## Office of the Procurement Executive

**The Center for Acquisition Experience (CAE) is the execution arm to lead Acq-X. The CAE manages and executes OPE's Strategic Framework.**

### CAE OBJECTIVES

Continuously improve our business to enable the delivery of amazing experiences to those we serve

Position our organization for future opportunities and promote the concept of Acq-X across the DOS Acquisition Enterprise

Create the paragon for what a federal procurement organization should be in the 21st Century

Leverage our talent and manage our strategic growth through a dedicated and methodical approach





# OPE’s FY22 through FY26 Strategic Framework



Office of the  
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Our Strategic Goals are designed to elevate the Acq-X for everyone with equities in the procurement process.

PEOPLE	CULTURE	PROCESS	TECHNOLOGY
Build and Develop the DOS Acquisition Workforce of the Future to be Prepared for 21stCentury Challenges	Establish the DOS Acquisition Enterprise as a High Performing Organization and an Employer of Choice	Modernize Business Processes and Enhance Proficiency of the DOS Acquisition Enterprise	Enable the DOS Acquisition Enterprise with Progressive Tools to Promote Efficiency and Effectiveness









# OPE's Strategic Objectives



## Office of the Procurement Executive

PEOPLE	CULTURE	PROCESS	TECHNOLOGY
1.1 Improve Employee Experience and Maintain an Engaged Workforce 1.2 Establish Proactive Human Capital and Talent Management Programs 1.3 Integrate Strategic Communication for Unity of Effort 1.4 Cultivate Leadership and Management Prowess as a Core Competency	2.1 Develop a DoS Acquisition Enterprise Community of Practice 2.2 Establish an Innovative and Results-Driven Organizational Culture 2.3 Increase Customer Experience Through Dedicated Stakeholder Management 2.4 Institute Next-Gen Continuous Learning Programs	3.1 Optimize Service Delivery for Domestic and Overseas Mission Support 3.2 Bolster the Policy & Quality Assurance Function 3.3 Standardize and Memorialize Internal & External Business Processes 3.4 Improve Contracting Outcomes	4.1 Maximize the Performance of Current Information Technology Systems 4.2 Invest in New Cognitive Capabilities to Advance Operations 4.3 Leverage Business Intelligence to Inform Data-Driven Decisions
			





# **Office of the Procurement Executive**

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## **Overview of the Office of Acquisitions Management (AQM)**

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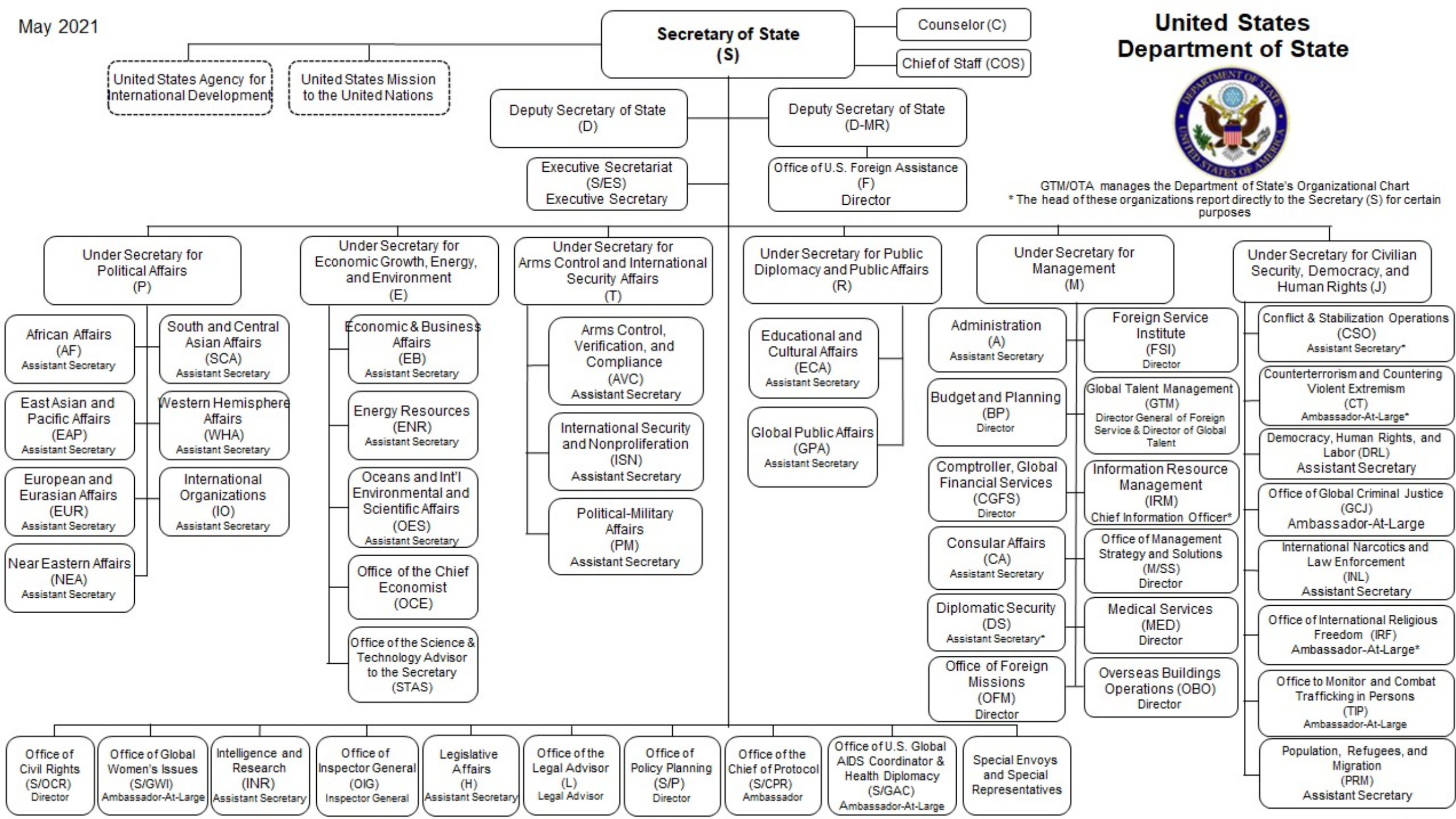


**Mr. Patrick A. Reilly**  
**On behalf of Mr. Vince J. Chaverini**  
**Office Director & Head of Contracting Activity**

United States  
Department of State



GTM/OTA manages the Department of State's Organizational Chart  
\* The head of these organizations report directly to the Secretary (S) for certain purposes





# Meet the AQM Team



**Office of the  
Procurement Executive**

[Mr. Vince J. Chaverini](#)

**Office Director & Head of Contracting Activity**

[Mr. Patrick A. Reilly](#)

**Division Director**  
Diplomatic Security  
Contracts Division

[Mr. John J. Stever](#)

**Division Director**  
Worldwide Division

[Mr. Bob R. Powell](#)

**Division Director**  
Facilities, Design &  
Construction Division

[Ms. Reaver L. Clements](#)

**Division Director**  
International Programs  
Division





# AQM Divisions & Customers



## Office of the Procurement Executive

Diplomatic Security Contracts Division	Worldwide Division	Facilities, Design & Construction Division	International Programs Division	RPSO - Frankfurt
<ul style="list-style-type: none"><li>• Security Branch</li><li>• Worldwide Protective Services Branch</li><li>• Local Guard &amp; Anti-Terrorism Assistance Branch</li></ul>	<ul style="list-style-type: none"><li>• Functional Bureau Support Branch</li><li>• Regional Support &amp; Special Events Branch</li><li>• Information Management Branch</li><li>• INL Branch</li></ul>	<ul style="list-style-type: none"><li>• Construction Contracting Branch</li><li>• Major Support Contracting Branch</li><li>• Architecture and Engineering Contracting Branch</li></ul>	<ul style="list-style-type: none"><li>• Global Programs Branch</li><li>• Grants Branch</li><li>• Commerce Branch</li><li>• INL and ISN Construction</li></ul>	<u>Customers:</u> <ul style="list-style-type: none"><li>• Posts in AF, EUR, NEA; OBO; INL, PEPFAR (CDC)</li></ul>

### CUSTOMERS

Bureau of Diplomatic Security (DS)

CA, T, A, CSO, M, S, IBC/IJC, Special Events, IRM, NEA/SCA, WHA, EUR, EAP, AF, IO, CT & AIT

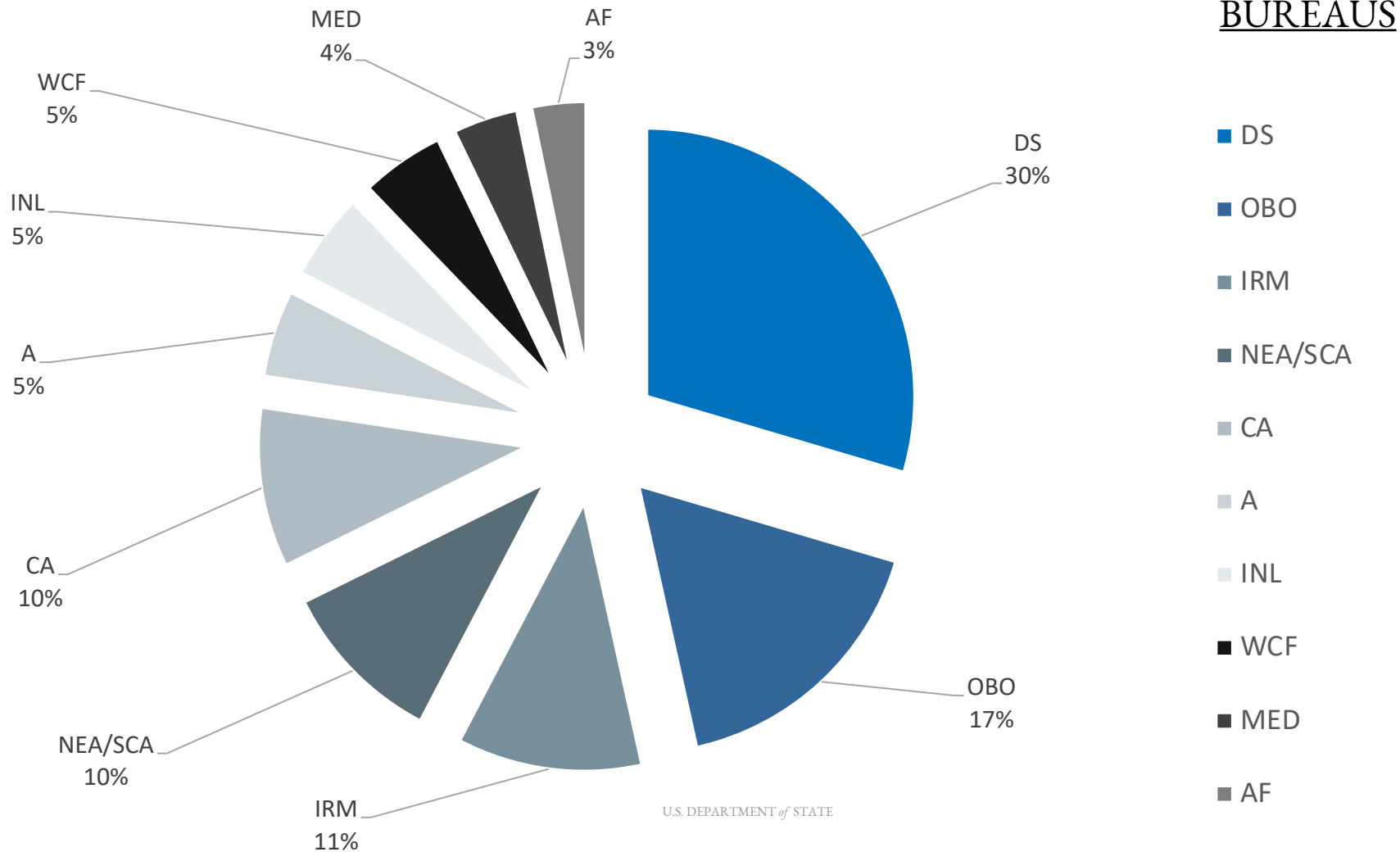
Overseas Buildings Operation (OBO)

L, R, ECA, GPA, H, PRM, F, M/FA, ENR/E, INR, CGFS, BP, DRL, OES, Overseas Posts, Secure Procurement, Residential Furniture, MED, Domestic Furniture, PM, INL, GTM, & OIG



# Office of the Procurement Executive

## Top Ten State Customers By Spend FY20

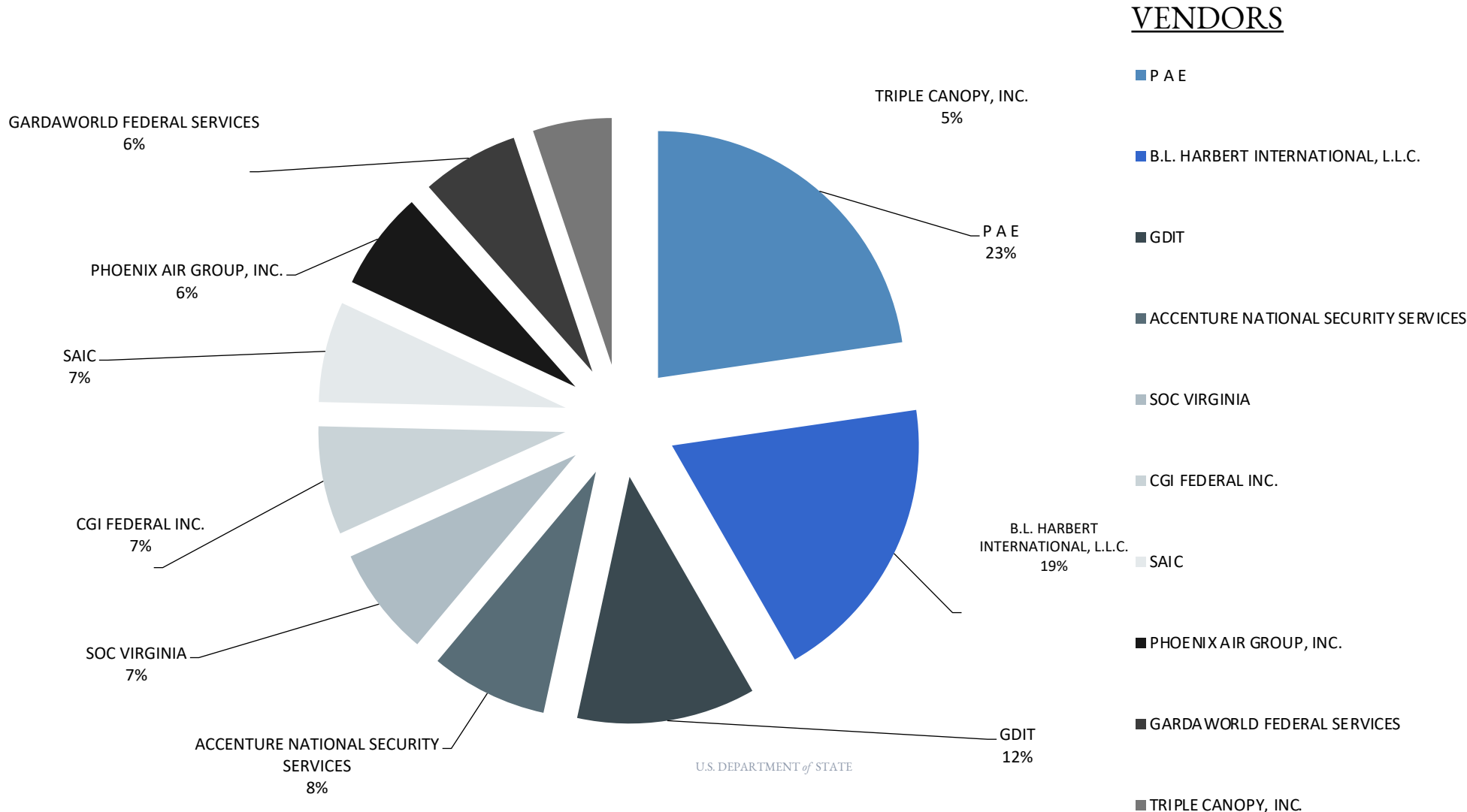




# Top Ten Vendors By Spend FY20



## Office of the Procurement Executive





# Unique Challenges



Office of the  
Procurement Executive

**Facility Security Clearance (FCL)**- An FCL is a determination made by the Government that a contractor is eligible for access to classified information

- A contractor must have an FCL commensurate with the highest level of classified access required for contract performance
- It is a clearance of the business entity; it has nothing to do with the physical office structure
- Must receive Government approval to safeguard classified information

**INFO:** <https://www.state.gov/facility-security-clearances-faq>





# Unique Challenges



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Procurement Executive**

## **Personnel Security Clearances**

Cleared contractors must designate an individual to serve as the Facility Security Officer (FSO) and their Insider Threat Program Senior Official (ITPSO).

Some, but not all, of the many responsibilities of the FSO include:

- Submission of security clearances packages for contractor personnel
- Briefing and debriefing of cleared employees
- Submission of Visit Authorization Requests (VARs)
- Maintaining logs of all classified material (as applicable)
- Maintaining frequent contact with the company's DCSA Industrial Security (IS) Representative
- Ensuring that all security aspects of the contract are being met, to include computer security



# Unique Challenges



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## **Working Overseas**

- Host Country Laws
- Understand Taxes and Tax implications
- Passports, Travel and Logistics

**MORE INFO: [U.S. Embassy Website “Business” Section](#)**



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# Questions?



# Office of the Procurement Executive

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## Upcoming Procurements Diplomatic Security Contracts Division

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Patrick A. Reilly, Division Director  
Katherine Vultaggio, Senior Advisor



# Agenda



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- **Diplomatic Security Division Overview**
- **Worldwide Protective Service Branch** Overview and Upcoming Procurements
- **Local Guard – ATA – Training Branch** Overview and Upcoming Procurements
- **Security Branch** Overview and Upcoming Procurements
- **Questions**



# Customer Overview Diplomatic Security



## Office of the Procurement Executive

- The Bureau of Diplomatic Security (DS) is the security and law enforcement arm of the U.S. Department of State. DS is a world leader in international investigations, threat analysis, cyber security, counterterrorism, security technology, and protection of people, property, and information.
- The Bureau is responsible for providing a safe and secure environment for the conduct of U.S. foreign policy. Every diplomatic mission in the world operates under a security program designed and maintained by DS.
- In the United States, DS personnel protect the Secretary of State and high-ranking foreign dignitaries and officials visiting the United States; investigate passport and visa fraud; and conduct personnel security investigations.
- Operating from a global platform in 31 U.S. cities and more than 160 foreign countries, DS plays a vital role in protecting 275 U.S. diplomatic missions and their personnel overseas, securing critical information systems, investigating passport and visa fraud, and fighting the war on terror.
- <https://bureaudirectory-usdos.msappproxy.net/index.php/ds-diplomatic-security/>



# DSCD Customers



## Office of the Procurement Executive

### Diplomatic Security Contracts Division

#### Worldwide Protective Services Branch

##### **Static Guards**

##### **Movement Security Teams**

##### **Canines**

##### **Specialized Security Support Personnel**

Provides security services to posts where the host nation is either unable or unwilling to provide security support  
Reserved to high threat locations

#### Local Guard & Anti-Terrorism Assistance

##### **Local Guard**

Security force sustainment at U.S. diplomatic missions via the Office of Overseas Protective Operations (OPO)

**Anti-Terrorism Assistance**  
Implements ATA program's training and equipment grant activities

#### Security Branch

##### **Countermeasures**

Manages physical & technical countermeasures

##### **Security**

**Infrastructure** ensures a trusted workforce

**Threat, Investigations & Analysis**  
Liaises w/ the Intelligence Community

**Cyber and Technology Security**  
leads cyber/technology programs

**Executive Directorate (EX)**





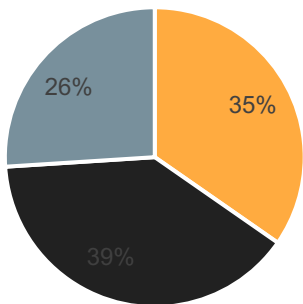
# DSCD 2020 Awards



## Office of the Procurement Executive

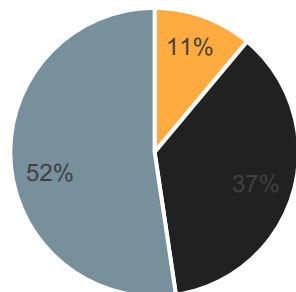
\$ Value of All Transactions

■ WPS ■ SB ■ LG-ATA



# of All Transactions

■ WPS ■ SB ■ LG-ATA



Total Contract Value



■ WPS ■ SB ■ LG-ATA

Branch	# of Actions	Total Value
WPS	490	\$805,002,808.54
SB	1617	\$912,744,035.18
LG-ATA	2,316	\$604,011,461.35
DSCD ALL	4423	\$2,321,758,305.07

Branch	# of Contracts	Total Value
WPS	7	\$26B
SB	237	\$16B
LG-ATA	149	\$37B
DSCD ALL	391	\$79B

\*Dollar amounts are estimated due to currency conversion and timing of data capture / GFMS



# Office of the Procurement Executive

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Worldwide Protective Services  
Branch



A/OPE/DSCD/WPS



# WPS Overview



## Office of the Procurement Executive

The Worldwide Protective Services Division provides leadership, management, support, and oversight to deliver and sustain specialized security programs at designated special condition posts.

- WPS Principal Mission: to provide security services to posts where the host nation is either unable or unwilling to provide security support, but there is compelling U.S. national interest for the diplomatic mission to remain in-country
- Reserved to high threat locations like Iraq, Afghanistan, South Sudan, Central African Republic, and Somalia
- Includes static guards, movement security teams, canines, specialized security support personnel



- WPS program has included since inception stand-alone contract efforts in Bosnia and Haiti, followed by the Worldwide Personal Protective Services Worldwide Protective Services (WPS), and WPS II IDIQ contracts



## **Office of the Procurement Executive**

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# **Upcoming Procurement: Global Canine Support**

Procurement, training, pairing, re-validation and deployment of Explosive Detection canines Worldwide for the Bureau of Diplomatic Security

- Full and Open Competition
- RFP anticipated for December 2021



## Office of the Procurement Executive

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# Upcoming Procurement: Kabul Embassy Security Force

Guard Force and Emergency Response Teams for the protection of facilities and personnel supporting the U.S. Embassy in Kabul Afghanistan

- Task Order Competition Under Worldwide Protective Services III
- Competition limited to IDIQ holders
- RFP anticipated for October 2021





## Office of the Procurement Executive

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# Upcoming Procurement: Baghdad Embassy Security Force

Guard Force and Emergency Response Teams for the protection of facilities and personnel supporting the U.S. Embassy in Baghdad, Iraq

- Task Order Competition Under Worldwide Protective Services III
- Competition limited to IDIQ holders
- RFP anticipated for December 2021



# Office of the Procurement Executive

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Local Guard / Anti-Terrorism Assistance / Training  
Branch



A/OPE/DSCD/LG/ATA-T





# LG Overview



## Office of the Procurement Executive

**Local Guard:** The Office of Overseas Protective Operations (OPO) directs, develops, and delivers programs, operational guidance, and resources to sustain effective security forces at U.S. diplomatic missions.

The Facility Protection Division (FPD) provides management oversight, operational guidance, and resources necessary to establish and sustain effective security forces at U.S. diplomatic missions.

There are 277 posts that employ the LG programs, 175 posts have contract guard services provided by 91 contracts. The overall portfolio is valued at approximately \$2.1B.



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# ATA/T Overview



## Office of the Procurement Executive

### Office of Antiterrorism Assistance (DS/T/ATA)

Serves as the primary implementer of the ATA program's training and equipment grant activities. DS/T/ATA develops and enhances the counterterrorism capability and capacity of foreign law enforcement and security partners - in a manner that strengthens bilateral ties and respect for human rights with the participant governments - through quality, sustainable, and agile train/equip/mentor programs in order to detect, deter, disrupt, and respond to transnational terrorist activities and protect U.S. interests in the Homeland and overseas.

The overall portfolio is valued at \$2.2B.



# Upcoming Procurement: Tokyo Local Guard

U.S. DEPARTMENT of STATE



## Office of the Procurement Executive

This procurement is a follow-on requirement for Local Guard Services to support the U.S. Mission in Japan.

- Primary Mission: to provide protection for United States personnel, facilities, and equipment.
- The Department seeks: compliance with host country law (firearm, labor, tax, etc.), the furnishing and managing a radio network and other security equipment, and 24/7 staffing capabilities



# Timeline



## Office of the Procurement Executive

- Current contract: through July 31, 2021 (may be extended for up-to-6-months)
- The government intends to award a single, follow-on contract with one (1) base year and four (4) Option years
- The Paralympic and Summer Olympic games in Tokyo will overlap with this procurement



## Office of the Procurement Executive

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# Upcoming Procurement: Anti-Terrorism Assistance (ATA) Staffing Recompete

ATA officers work with participating country governments and their resident U.S. missions to develop the most effective means of training for diverse antiterrorism skills.





# Services Required



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DOS requires the services of a variety of professionals to include:

**Program managers**

**Law enforcement and military  
subject matter experts**

**Financial managers**

**Cyber professionals**

**Training delivery coordinators**

**Instructional systems designers**

**Assessment and monitoring officers**

**Investigative analysts**

**Other professional support fields.**



# Upcoming Procurement: The Foreign Affairs Security Training Center (FASTC) Staffing Recompete

U.S. DEPARTMENT of STATE



## Office of the Procurement Executive

FASTC has invested resources in developing over 120 courses for security training programs.

- DOS requires the services of a variety of professionals to include:
  - Contract management support and administration
  - Administrative support services
  - Instructional systems and course support



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# Upcoming Procurement: Global Antiterrorism Training Assistance (GATA) Services (GATA III)

GATA is a U.S. Department of State foreign assistance program which helps foreign partners develop the capability for antiterrorism planning, coordination and commitment to support US counterterrorism objectives.



# Services Required



**Office of the  
Procurement Executive**

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- The government seeks: sources to provide logistical services to recruit, deploy and coordinate international training deliveries worldwide in support of the Global Antiterrorism Training Assistance (GATA) program
- A multiple award IDIQ, anticipating award to four to seven prime contractors and at least seven (7) task orders



# Office of the Procurement Executive

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Security Branch



A/OPE/DSCD/SB



# SB Overview



## Office of the Procurement Executive

### Countermeasures Directorate (C)

Office of Security Technology (ST)  
Office of Physical Security Programs (PSP)  
Office of Diplomatic Couriers (DC)

### Threat, Investigations, and Analysis Directorate (TIA)

Office of Intelligence and Threat Analysis (ITA)  
Diplomatic Security Command Center (DSCC)  
Overseas Security Advisory Council (OSAC)  
Open Source Intelligence (OSN)  
Protective Intelligence Investigations PII)  
Rewards for Justice (RFJ)

### Cyber and Technology Security Directorate (CTS)

Office of Cyber Monitoring and Operations (CMO)  
Office of Cyber Threat and Investigation (CTI)  
Office of Technology Innovation and Engineering (TIE)

### Security Infrastructure Directorate (SI)

Office of Information Security (IS)  
Office of Personnel, Security and Suitability (PSS)

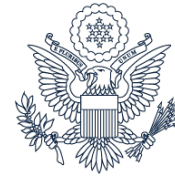
### Executive Director Directorate (EX)

Office of the Comptroller (CFO)  
Office of the Chief Technology Officer (CTO)  
Office of Management (MGT)  
Office of Human Management Resources (HRM)



# Upcoming Procurement: Enterprise Vulnerability Scanning Solution (EVSS)

U.S. DEPARTMENT of STATE



## Office of the Procurement Executive

This upcoming procurement is for a technical refresh of the Department's EVSS.

- The Department's Cyber Protection program requires the capability to rapidly scan, assess, and report on the security posture of the Department's networks
- The scanning solution shall include: a strategy and scalable capacity to scan multiple disparate environments





# Requirements



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- The Department needs a solution that will provide analysis, monitoring, reporting, configuration and policy and device management.
- A ten-year contract with a proposed plan to refresh sunset equipment through-out period of performance.
- The objectives of the solicitation for the life-cycle refresh for the Department's Enterprise Vulnerability Scanning Solution (EVSS) include the following: Functionality & Capabilities, Department System Integration, Services and Support, and Solution Training.



# Timeline



## Office of the Procurement Executive

Issue solicitation	July 2, 2021
Receipt of proposals	Aug 2, 2021
Evaluation of proposals	Aug 30, 2021
Contract award	September 30, 2021



## Office of the Procurement Executive

# Upcoming Requirement:

## WMD Training & Logistics Support ID/IQ

- Weapons of Mass Destruction contract
  - Chemical, Biological, Radiological and Nuclear (CBRN) Awareness
- Single Award
- Hybrid contract type
- Considering SDVOSB Set Aside
- Anticipated Start 08/30/2021



# Requirements



## Office of the Procurement Executive

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- The WMD division has established and currently maintains a limited but immediate emergency response capability at U.S. Diplomatic facilities abroad. One component of this mission is providing the necessary CBRN awareness and response training to a predominately civilian, all-volunteer staff at each location.
- This staff is normally comprised of both US Government and locally hired (foreign) personnel.
- The WMD division coordinates training at select US Embassies and Consulates worldwide on a two-year rotational basis. The intent of this program is to maintain a response capability internal to the diplomatic facility in the event of a terrorist CBRN incident or an industrial accident until host nation, or other capabilities arrive.



# Requirements



## Office of the Procurement Executive

All contractor personnel will be headquartered at the WMD program office in Arlington, VA.

The contractor personnel will provide this training and is expected to have the necessary CBRN experience and knowledge to assist the Regional Security Officer (RSO).

There are approximately 270 U.S. Embassies and Consulates located across six (6) geographic regions: Africa; East-Asia-Pacific; Europe; Near East; South and Central Asia, and the Western Hemisphere.

### Service Types Required

Program Manager

WMD Instructor

Senior Instructor

Regional Training Coordinator

Emergency Response Coordinator

Administrative Coordinator

Warehouse & Logistics Support (T&M)

Packaging & Shipping (CR)

# Upcoming Requirement:

## Armored LandCruiser 300 Design & Prototype



### **Office of the Procurement Executive**

- Landcruiser 200 being discontinued
- Looking to hire a design firm to create next gen armored design for fleet
- Largest armored fleet in the world
- Proof of concept, integrated design process
- Ballistic & Blast Testing required
- RFQ anticipated early FY2021
- Strategy: GSA MAS or GWAC



# Upcoming: 2nd Annual Virtual Industry Exchange Day:

## DS Countermeasures

### October 2021

U.S. DEPARTMENT of STATE



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This event is an opportunity for industry to:

- Learn about the missions of the various Countermeasures Divisions and Offices
- Hear about current and future problem sets that industry can help Countermeasures solve
- Meet key POCs within the Department
- Gain insight & overcome barriers to entry



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# Questions?



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Facilities, Design, and Construction Division



Upcoming Procurements

Robert R. Powell, Division Director

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# Agenda



**Office of the  
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- Mission & Vision
- FY2021 Capital Solicitations
- FY2022 Capital Solicitations
- Summary
- Questions



# Mission and Vision



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## **□ Mission:**

To provide safe, secure, functional, and resilient facilities that represent the U.S. Government to the host nation and support the Department's achievement of U.S. foreign policy objectives abroad.

## **□ Vision:**

These facilities represent American values and the best in American architecture, design, engineering, technology, sustainability, art, culture, and construction execution.





# FDCD Structure & Purpose



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## Fee Structure

<b>Department of State</b>	<b>1.25%</b>
<b>Department of the Interior</b>	<b>5%</b>
<b>Army Corps of Engineers</b>	<b>7.70%</b>
<b>Department of the Treasury</b>	<b>9%</b>
<b>Food &amp; Drug Administration</b>	<b>10%</b>
<b>General Services Administration</b>	<b>12%</b>



## Office of the Procurement Executive

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# FY 2021 Capital Solicitations

- U.S Consulate General  
Milan
- U.S Embassy Doha
- U.S Consulate General  
Lagos
- U.S Embassy Lilongwe
- U.S Embassy Brasilia



# FY2021 Capital Solicitations



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## **Procurement 1 - MILAN New Consulate Compound**

- Proposal Submittal Date: April 27, 2021
- Current Status: Technical Evaluation Panel Consensus Report on June 7, 2021
- Planned Award Date: June 28, 2021

## **Procurement 2 – DOHA New Embassy Compound**

- Proposal Submittal Date: MAY 28, 2021
- Current Status: Under Technical Panel Review
- Planned Award Date: June 25, 2021



# FY2021 Capital Solicitations



Office of the  
Procurement Executive

## **Procurement 3 – LAGOS New Consulate Compound**

- Proposal Submittal Date: June 17, 2021
- Current Status: Waiting for proposal
- Planned Award Date: August 3, 2021

## **Procurement 4 – LILONGWE New Embassy Compound**

- Proposal Submittal Date: July 6, 2021
- Current Status: Waiting for proposal
- Planned Award Date: August 24, 2021



# FY2021 Capital Solicitations



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## **Procurement 5 - BRASILIA New Embassy Compound**

- Proposal Submittal Date: July 11, 2021
- Current Status: Waiting for offers
- Planned Award Date: September 9, 2021





## **Office of the Procurement Executive**

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# **FY 2022 Capital Solicitations**

- U.S Consulate General Rio de Janeiro
- U.S Embassy Riyadh
- U.S Consulate General Curacao
- U.S Embassy Kabul
- U.S Embassy Chisinau



# FY2022 Capital Solicitations



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## **Procurement 6 – RIO DE JANEIRO New Consulate Compound**

- Proposal Submittal Date: June 17, 2021
- Current Status: Waiting on specs and drawings to assemble Sections B - M
- Planned Award Date: MID-MARCH 2022

## **Procurement 7 – RIYADH New Embassy Compound**

- Proposal Submittal Date: December 19, 2021
- Current Status – Waiting on specs and drawings to assemble Sections B - M
- Planned Award Date – February 18, 2022



# FY2022 Capital Solicitations



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## **Procurement 8 – CURACAO New Consulate Compound**

- Proposal Submittal Date: February 9, 2022
- Current Status: Waiting on specs and drawings
- Planned Award Date: April 11, 2022

## **Procurement 9 – KABUL Extended East Camp Development**

- Proposal Submittal Date: April 16, 2022
- Current Status: Waiting on specs and drawings
- Planned Award Date: June 16, 2022



# FY2022 Capital Solicitations



Office of the  
Procurement Executive

## **Procurement 10 – CHISINAU New Embassy Compound**

- Proposal Submittal Date: 3<sup>RD</sup> Quarter of 2022
- Current Status: Waiting on specs and drawings
- Planned Award Date: 4<sup>TH</sup> Quarter of 2022



## SMALLER CONSTRUCTION PROJECTS

Fiscal Year	Post	Project
2021	Ouagadougou	Marine Security Guard Quarters Addition
2021	San Salvador	Compound Security Upgrade
2022	Dar es Salaam	USAID Annex Space Reconfiguration
2022	Kathmandu	Chief of Mission Residence Renovation
2022	Nuuk	Consulate Lease Fit-Out



## Office of the Procurement Executive

# Summary

FY 2021 – 34 projects est. at \$2 billions

FY2020 – 60 projects estimated at \$43.9 billions

Construction projects overseas are challenging due to:

Shipping, customs, good subcontractors, local govt., etc.

COVID-19 Pandemic/ Travel Restrictions

Resulted in lack of major awards in FY 2020

Act of God

We could give them time; not money. Time is money and OBO realized that

This is the BEST job I ever had!





# Office of the Procurement Executive

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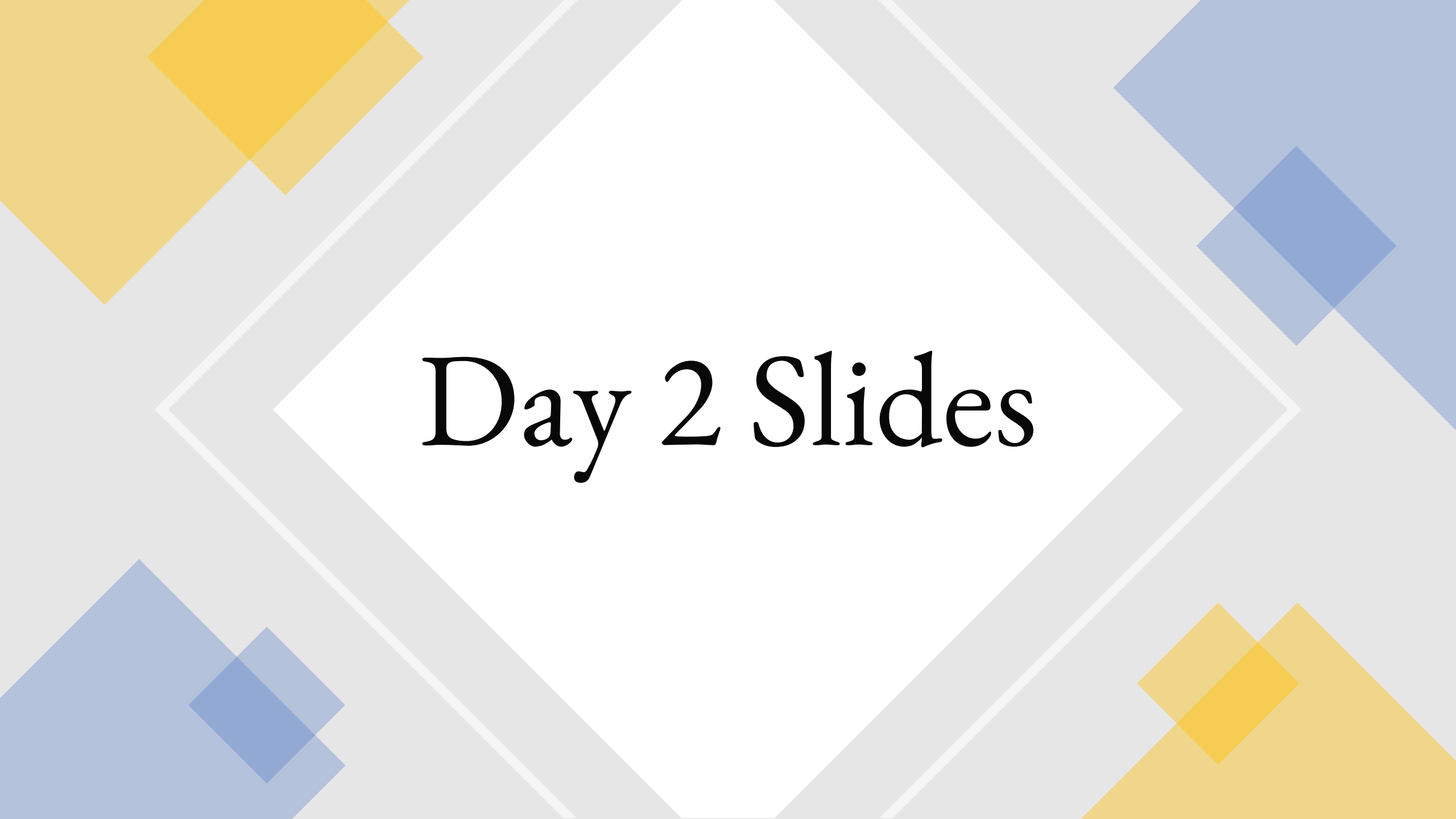




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# Questions?



# Day 2 Slides



# Office of the Procurement Executive

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## Industry Liaison Program



Renee Mills Hill  
Small Business Technical Liaison  
Business Operations Division (BOD)





# Objectives



## Office of the Procurement Executive

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- Build awareness for the Department of State Acquisition Enterprise on the value of transparent dialogue with Industry throughout the procurement process and how to break down barriers to entry
- Elevate customer and stakeholder experiences by emphasizing the linkage between the Department's Acquisition Enterprise business needs and industry's responsiveness to those same needs
- Generate business process improvement ideas and actions that both the Department Acquisition Enterprise and industry can implement for enhanced mission execution
- Establish Department of State industry events as a standing communication channel to inform the Acquisition Enterprise about best practices and optimize the overall Department Acquisition Program through valuable thought leadership



# Calendar of Events FY 2021

## Accomplishments

- ✓ Senior Procurement Executive (SPE) Meets with Industry, Hosted by PSC Council
- ✓ NCMA's DC Chapter Meets with DOS in Discussion with Industry
- ✓ Senior Procurement Executive (SPE), Guest Speaker, Hosted by Potomac Officer's Club
- ✓ DOS Hosted 1st Reverse Industry Day (RID) in Partnership with Department of Homeland Security
- ✓ DOS's "Deep Dive" Featuring Mike Derrios (SPE) and Keith Jones (CIO)
- ✓ ACT-IAC, Acquisition Customer & Stakeholder Experience, Guest Speaker: Mike Derrios (SPE)
- ✓ 11<sup>th</sup> Annual National Small Business Contracting Summit, OSDBU & USWCC: Two-Day Event
- ✓ Government Technology & Services Coalition: DOS's Office of Procurement Executive
- ✓ GSA/OASIS Training Opportunity with AQM Workforce
- ✓ Virtual Subcontracting Training & Matchmaking Session: Small Business Outreach Event





# Industry Engagement Program

## FY22 GOALS

- Small Business Fairs (Partner with OSDBU)
- Flagship Events (Annually)
- Industry Forums ( Futurist Thinking)
- R&D Investments for DOS
- Industry Day
  - Capabilities Demos
  - 40 Vendors
  - Different Industry Sectors



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# Questions?



# Office of the Procurement Executive

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## Category Management



Strategic Sourcing Initiatives  
Mr. Jason A. Passaro



# Outline



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## **Future Direction of Category Management at Department of State**

- Overview
- Demand Aggregation
- Vendor Management
- Supply Chain Risk
- Summary
- Questions



# DOS Spend – FY20



## Office of the Procurement Executive

### Common Government Spend Categories

Common Spend Total \$9.1B

<b>Facilities &amp; Construction</b>	<b>\$2.0B</b>	<b>Professional Services</b>	<b>\$2.5B</b>	<b>Industrial Products &amp; Services</b>	<b>\$83.1M</b>	<b>IT</b>	<b>\$2.2B</b>	<b>Medical</b>	<b>\$55.8M</b>
Construction Related Services	\$1.2B	Management & Advisory Serv..	\$1.6B	Test & Measurement Supplies	\$31.4M	IT Outsourcing	\$1.4B	Medical Equipment and Acce..	\$46.7M
Facility Related Services	\$716.0M	Technical & Engineering Serv..	\$529.4M	Machinery and Components	\$20.2M	IT Hardware	\$476.3M	Healthcare Services	\$8.1M
Facilities Purchase & Lease	\$33.7M	Business Administration	\$216.4M	Fire/Rescue/Safety/Environmental ..	\$11.9M	IT Software	\$269.9M	Drugs and Pharmaceutical Pr..	\$1.1M
Facility Related Materials	\$21.0M	Social Services	\$67.6M	Industrial Products Install / Mainten..	\$11.0M	Telecommunications	\$104.0M		
Construction Related Materi..	\$14.4M	Financial Services	\$42.9M	Hardware & Tools	\$7.0M	IT Security	\$14.6M		
		Marketing & Public Relations	\$30.1M	Basic Materials	\$1.3M	IT Consulting	\$5.9M		
		Research & Development	\$28.9M	Oils, Lubricants, and Waxes	\$201.5K				
		Legal Services	\$5.4M						
<b>Office Management</b>	<b>\$118.4M</b>	<b>Human Capital</b>	<b>\$150.6M</b>	<b>Security and Protection</b>	<b>\$1.2B</b>	<b>Transportation &amp; Logistics Svcs</b>	<b>\$602.9M</b>	<b>Travel</b>	<b>\$68.7M</b>
Furniture	\$80.9M	Talent Development	\$145.9M	Security Services	\$1.2B	Logistics Support Services	\$433.5M	Lodging	\$46.7M
Office Management Servi..	\$29.5M	Strategy, Policies, and Operatio..	\$3.5M	Protective Apparel and Equi..	\$22.7M	Motor Vehicles	\$102.1M	Travel Agent & Misc Svcs	\$8.3M
Office Management Prod..	\$8.0M	Human Capital Evaluation	\$1.0M	Security Systems	\$8.9M	Transportation of Things	\$30.4M	Employee Relocation	\$7.0M
		Talent Acquisition	\$78.6K	Ammunition	\$2.1M	Fuels	\$23.7M	Passenger Travel	\$6.8M
				Weapons	\$1.3M	Package Delivery & Packaging	\$9.5M		
				Security Animals & Related ..	\$38.9K	Transportation Equipment	\$3.6M		

### Defense-Centric Spend Categories

Defense-Centric Total \$410.5M

# Our Category Management Program Supports these Priorities

U.S. DEPARTMENT of STATE



## **Office of the Procurement Executive**



**REDUCE INEFFICIENCIES** – Drive savings and consolidate / manage as appropriate



**IMPROVE PROCESS AND COMMUNICATION** – Both internal and external to the Department



**COMPLY WITH LAWS AND OMB POLICY** – Meet Best in Class and Spend Under Management goals.





# Demand Aggregation



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- Reduce duplicative contracts
- Lower costs for both DOS and industry; fewer contracts to negotiate and manage
- Establish BIC vehicles that can be accessed Government-wide



# Vendor Management



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- Develop collaborative working partnerships
- Enable more open and honest communication to drive outcomes that are more sustainable for both the government and industry
- Align on strategic priorities and objectives



# Supply Chain Risk



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- Incorporate supply chain risk management (SCRM) into procurement process
- Ensure DOS resilience in fulfilling its mission amid ever-evolving global threats
- Initial focus area - Incorporate evaluation criteria

# Summary



## Office of the Procurement Executive

### Aggregate Our Demand

- Leverage our buying power through AI

### Manage Our Relationships

- Holistically, not contract specific

### Secure Our Supply Chain

- Pilot new evaluation criteria



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Procurement Executive

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# Questions?



# Office of the Procurement Executive

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Upcoming Procurements  
World-Wide Contracts Division

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John J. Stever, Division Director  
Katherine "Katie" W. Lugo, Branch Chief





# Agenda



**Office of the  
Procurement Executive**

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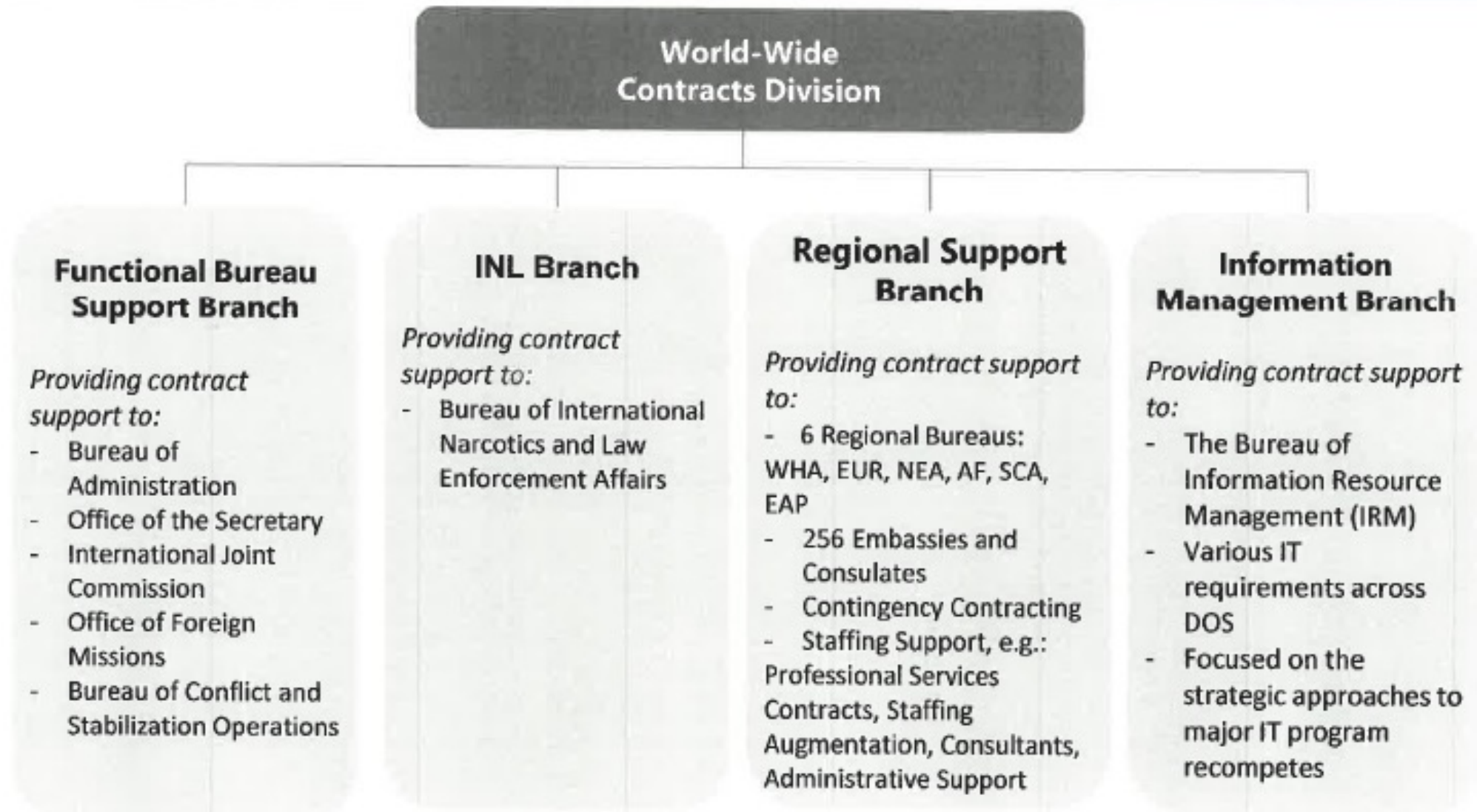
- Division Customers
- Evolve (Vanguard 2.2.1 Recompete)
- Connect (Vanguard 2.2.3/GITM Warehouse Recompete)
- Access (IT Equipment BPAs)
- DiPSS
- Summary
- Questions



# WWD Structure & Purpose



## Office of the Procurement Executive





# Customer Overview – World-Wide Contracts



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The Worldwide Division (A/OPE/AQM/WWD) establishes acquisition, and interagency agreements for a dynamic range of bureaus and offices across the Department of State

Branches within the WWD division support regional bureaus, the Office of the Secretary, the Bureau of Administration, the Bureau of Information Resource Management, and any customer requiring information systems



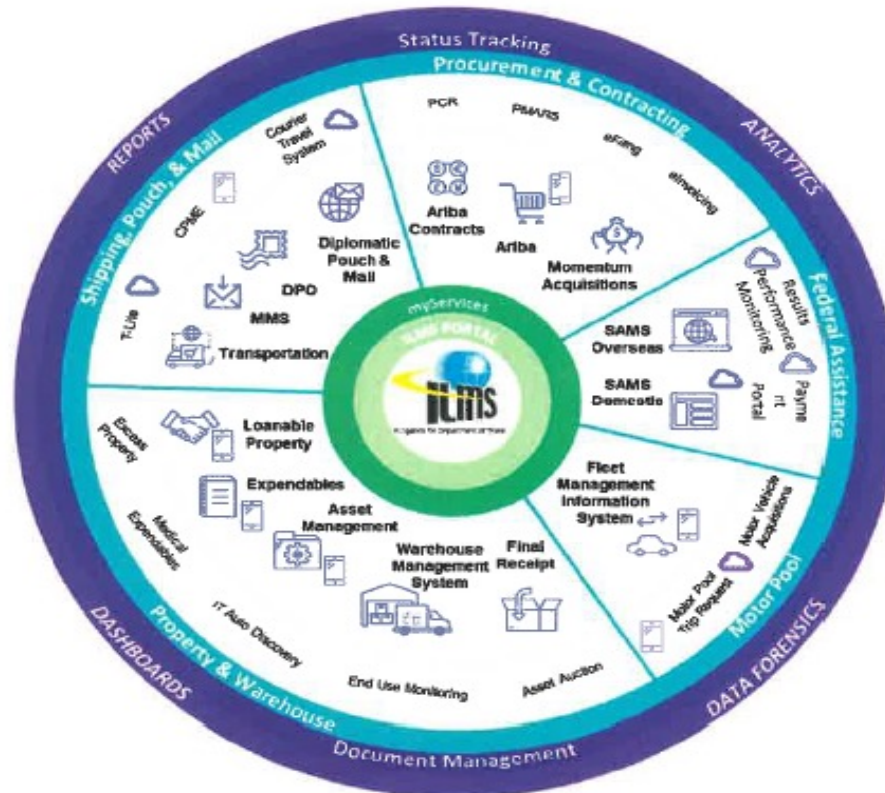
# ILMS System



## Office of the Procurement Executive

### — INTEGRATED LOGISTICS MANAGEMENT SYSTEM

One World, One Supply Chain



The Department's enterprise-wide supply chain management system that integrates, modernizes, and streamlines business processes.

#### 2021 Upcoming Events\*

- June 2021: Posting of draft RFP on SAM.gov
- June/July 2021: Virtual Pre-Solicitation Event
- August 2021: Posting of RFP on SAM.gov

\*tentative dates





# Aviation Program



Office of the  
Procurement Executive

## Aviation Program Vision and Mission



### Vision:

To provide premium aviation operations and services, without fail, by skillfully supporting the aviation needs of the Department of State worldwide.

### Mission:

As directed, provide aviation management, operations, expertise and resources to conduct aerial transport/security operations, strengthen law enforcement, and support counter-narcotics / counter-terrorism efforts by providing safe, efficient and effective aviation support to meet all Department of State aviation requirements.



# Air Wing Missions



## Office of the Procurement Executive



### Air Wing Missions

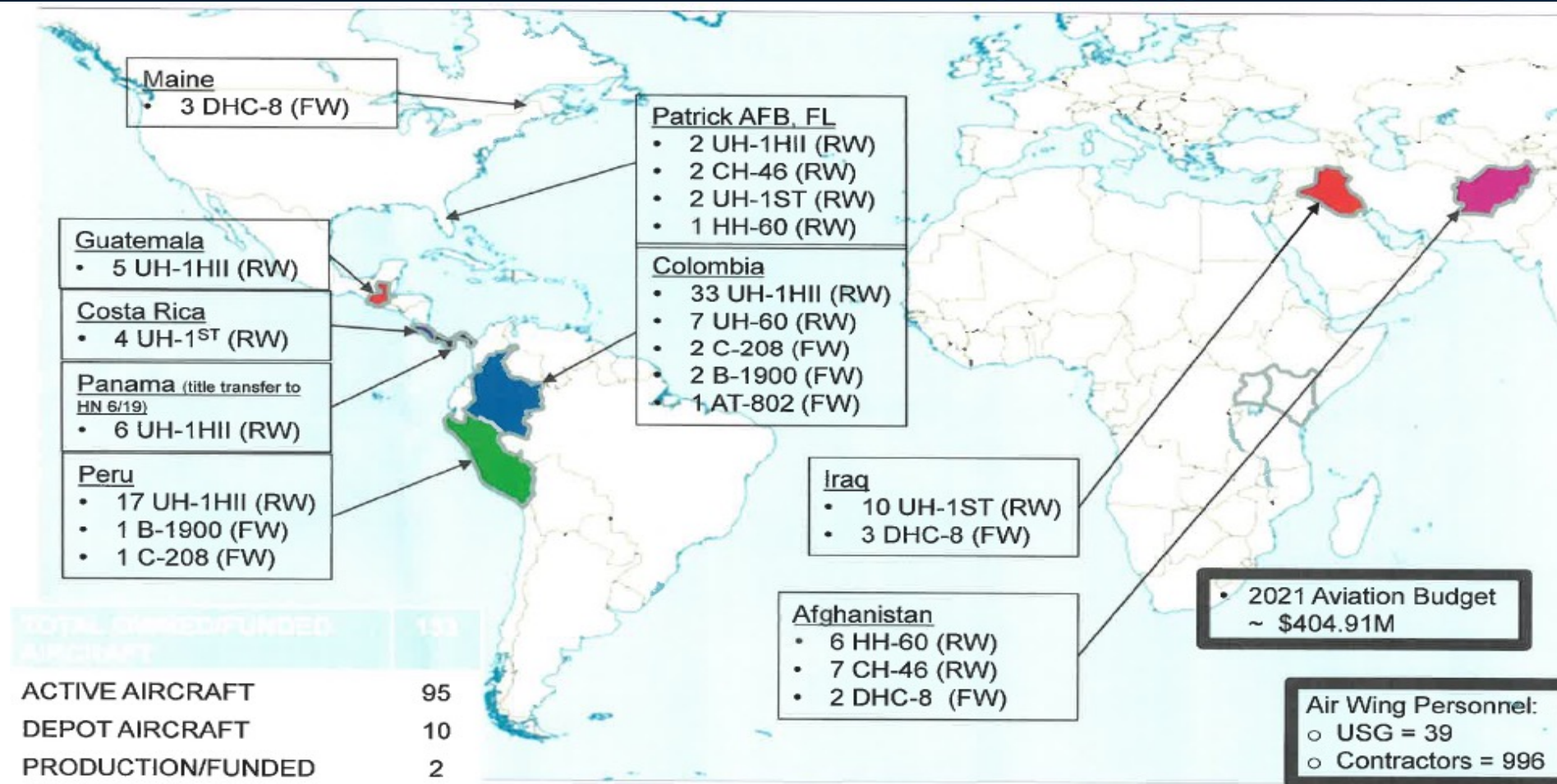
- Counter Narcotics / Counter Terrorism
  - Eradication
  - Interdiction
  - Search and Rescue
- Border Security
- Law Enforcement Support
- Contingency Operations
- Embassy Support
  - Quick Reaction Force
  - MEDEVAC/CASEVAC
  - Emergency Evacuation
  - Aerial Transportation of Diplomatic Personnel in hostile environments





## Office of the Procurement Executive

# INL/A Worldwide Assets



RW = Rotary Wing  
FW = Fixed Wing

### Primary Missions:

Latin America – Capacity Building for partner nation counternarcotic aviation programs  
South & Central Asian/Near Eastern Affairs – Diplomatic and Consular Support (Embassy Air)



# INL/A Projects



Office of the  
Procurement Executive

## INL/A Current/Emerging Projects



- \$10M Congressional Earmark for Electro-Optical capability on RW INL Aircraft
- Afghanistan Fixed Wing MEDEVAC mission full operational capability
- Growing Unmanned Aircraft Systems oversight



## Office of the Procurement Executive

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**Evolve**

This upcoming acquisition is for the re-compete of the Vanguard 2.2.1 contract for IRM for IT Services



# Evolve



## Office of the Procurement Executive

- The Department of State (DOS) Bureau of Information Resource Management (IRM) is currently receiving services under multiple IT contracts (herein known as Vanguard). The option years authorized under the task orders are being quickly exhausted and a new acquisition strategy is being developed for follow-on acquisition(s)
- Focused on the functional areas/pools of IT Services across IRM offices
- Current Contract Identifiers: Vanguard 2.2.1, SAQMMA11F0233; RFI 19AQMM21R1000
- RFI posted to beta.SAM.gov in April 2021, Sources Sought anticipated FY21
- Industry Day for additional engagement is forthcoming





## Office of the Procurement Executive

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# Connect

This upcoming acquisition is the recompetete of the Vanguard 2.2.3 contract, also known as the GITM Warehouse requirement



# Connect



## Office of the Procurement Executive

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- IRM needs a flexible multiple award vehicle to support the current set of IRM warehouses, including the GITM Warehouse requirement, known as Vanguard 2.2.3
- Current Contract Identifiers: Vanguard 2.2.3, SAQMMA14F0756; RFIs: Supply Chain Management (SCM) Services, GITM Logistics Supply Chain Management
- The acquisition plan is under review and an update on the strategy is forthcoming in FY 2021





## **Office of the Procurement Executive**

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# **Access**

Driven out of GITM, this upcoming procurement will encompass expired and expiring contracts as well as the recurring IT Equipment (Hardware) needs for the Department



# Access



## Office of the Procurement Executive

- IRM currently has multiple stand-alone contracts, IDIQs, and BPAs to meet the recurring IT Equipment (hardware) needs of the Department, to establish a strategic contract solution, this contract would encompass these efforts to establish streamlined ordering procedures
- Current Contract Identifiers: GITM Printer IDIQ & GITM Desktop, Monitors and Laptops Agency Catalog; DOS ECP IDIQ; RFI: 19AQMM20N0048; Draft Solicitation: 19AQMM21Q0050
- Planned Strategy: 10-year Period of Performance, multiple award GSA Schedule 70 BPAs, Small Business Set Aside
- Responses/comments received on 5/26 for the draft solicitation, AQM and the program are reviewing currently and Q&A as well as an active solicitation are anticipated in FY 2021



## Office of the Procurement Executive

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# Diplomatic Platform Support Services (DiPSS)

A multi-award IDIQ for Large and Small businesses, designed to streamline the acquisition process in providing long-term services support to State overseas missions



# DiPSS Large



## Office of the Procurement Executive

- Multi-award IDIQ to 11 companies, valued at \$5B
- Will be used for follow-on solicitations for:
  - OMSS in Baghdad
  - BLISS in Iraq
  - ALISS in Kabul

**AECOM**

**DynCorp**  
INTERNATIONAL

**GLOBAL**  
Technical Services, LLC  
A Bering Group Company

**IAP** Ingenuity  
and Purpose™

**SOSi**

**Xator**  
CORPORATION

**constellis**  
SECURE SUCCESS

**FLUOR®**

**KBR**

**PAE**

**VECTRUS**



# DiPSS Small



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Procurement Executive

- Multi-award IDIQ to small companies, valued at \$3B
- To be awarded 2021
- Set-aside solicitations for:

Vehicle Maintenance - Baghdad

Airfield Operations - BDSC

IT Services

Logistics Support

Staff Augmentation



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# Questions?





# Office of the Procurement Executive

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Upcoming Procurements  
International Programs Contracts Division

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Telisa L. Williams, Branch Chief  
Rosalind Hicks, Branch Chief



# Agenda



## Office of the Procurement Executive

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- Division Customers
- Upcoming Procurements & Events
  - Card Stock Program
  - Support Services
- Summary
- Questions



# Customer Overview – International Programs



**Office of the  
Procurement Executive**

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The International Programs Division (A/OPE/AQM/IP) establishes acquisition agreements that include contracts and assistance (grants and cooperative agreements) in support of program requirements for any bureau of the Department. International Programs provides full administrative contract and grant support for such programs as the National Endowment for Democracy, Consular Affairs and the operations of the Regional Procurement Support Office - Frankfurt.

The International Programs Division consists of:

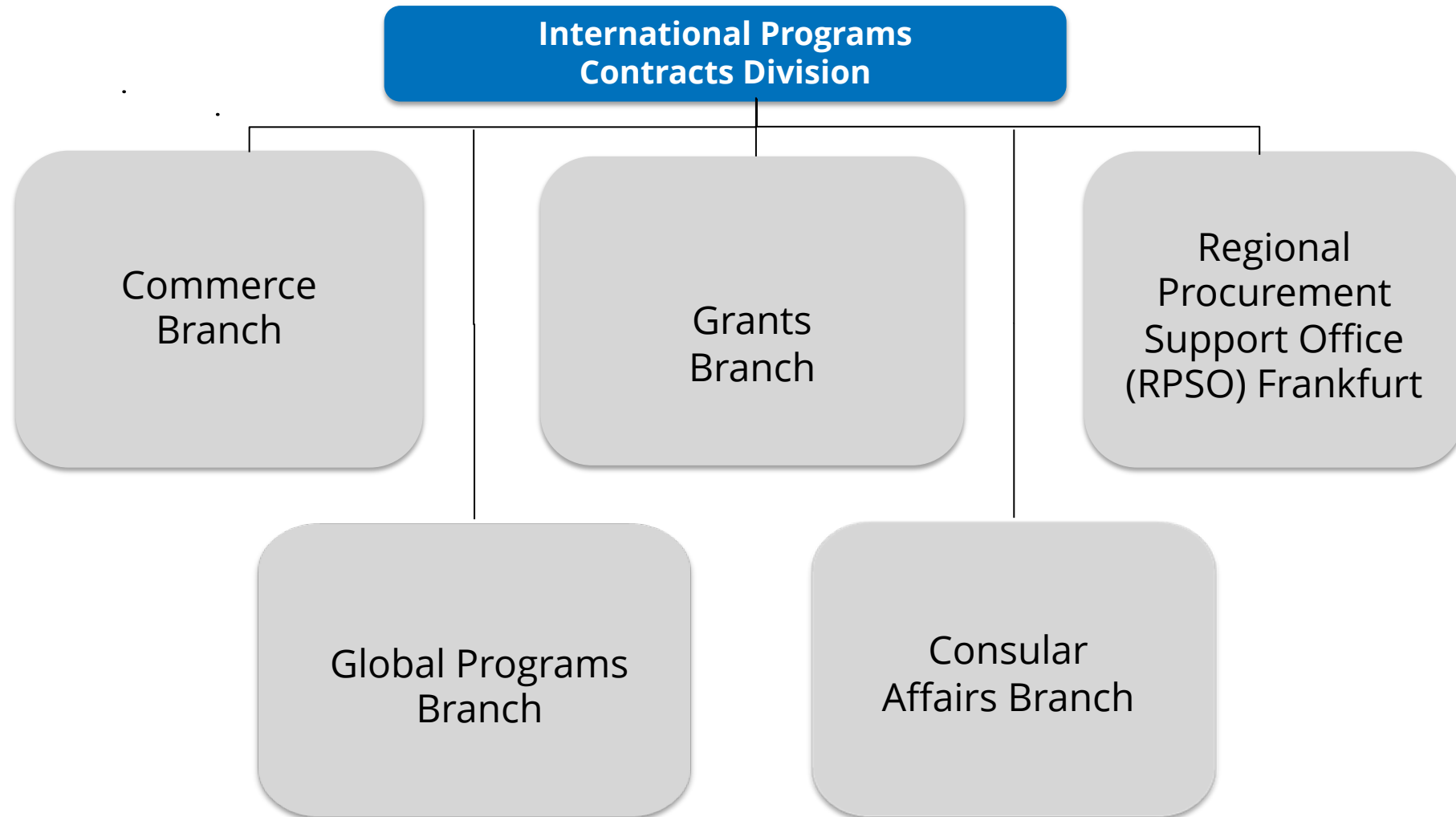
- Commerce Branch
- Grants Branch
- Regional Procurement Support Office Frankfurt
- Global Programs Branch
- Consular Affairs Branch



# IP Customers



## Office of the Procurement Executive





## **Office of the Procurement Executive**

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# **Card Stock Program**

This upcoming procurement will secure card stock material used in creating passport cards.



# Main Point



## Office of the Procurement Executive

- The Department in cooperation with Homeland Security uses card-format travel cards, alternative to traditional book –style passport at US land and select ports of entry
- Object: Procure card stock for personalization; additionally, procure other card stock, technical support to modify card design and production processes
- Five-year contract

1. <b>Issue solicitation</b>	<b>June 2021</b>
1. <b>Receipt of proposals</b>	July 2021
1. <b>Contract Award</b>	Sept, 2021



# Visa Office Support



**Office of the  
Procurement Executive**

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Support Services  
provide comprehensive  
activities associated  
with support of general  
visa processing as well  
as other support  
activities



# Main Point



## Office of the Procurement Executive

- Support Services
- Support activities at VO Headquarters (HQ) in Washington, D.C, the National Visa Center in Portsmouth, NH, and the Kentucky Consular Center in Williamsburg, KY
- A five-year contract

1. <b>Issue solicitation</b>	<b>June 2021</b>
1. <b>Receipt of proposals</b>	July 2021
1. <b>Contract Award</b>	Sept 2021



## Office of the Procurement Executive

# Summary

### Discussion

- Upcoming Procurements

### Key Date

- June 2021

### Contact Information

- [hicksrm2@state.gov](mailto:hicksrm2@state.gov)



Office of the  
Procurement Executive

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# Questions?



# Office of the Procurement Executive

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## Policy Updates



John C. Dockery, A/OPE/AP Office Director

# Overview of National Defense Authorization Act (NDAA) Section 889 (B)

U.S. DEPARTMENT of STATE



## Office of the Procurement Executive

Effective **August 13, 2020**, the Government may not contract with an entity that uses telecommunications equipment or services, as a substantial or essential component of any system, or as critical technology as part of any system, produced by any of the Chinese companies listed as follows:

- Huawei Technologies Company
- ZTE Corporation
- Hytera Communications Corporation
- Hangzhou Hikvision Digital Technology Company
- Dahua Technology Company

**This applies to every sector:** no matter what your company makes or sells, come August 13, 2020, all systems your company uses must be checked for prohibited telecommunications equipment and services



# Approved Department of State Waivers - Section 889

U.S. DEPARTMENT of STATE



## Office of the Procurement Executive

- Telecommunications
- HR support
- Security Services
- Transportation
- Utilities-O&M
- A&E construction
- Foreign assistance and public diplomacy
- Medical
- INR
- Global Hospitality Services



## Office of the Procurement Executive

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# Executive Orders Overview

- **Executive Order (E.O.) 14017**  
America's Supply Chain
- **E.O. 14028** Improving the  
Nation's Cybersecurity

# Executive Orders Overview

U.S. DEPARTMENT of STATE



## Office of the Procurement Executive

- **E.O. 14005** Ensuring the Future is Made in All of America by All of America's Workers
- **E.O. 14026** Increasing the Minimum Wage for Federal Contractors
- **E.O. 13985** Advancing Racial Equality and Support for Underserved Communities through the Federal Government